YUKON BUREAU OF STATISTICS

YUKON RETAIL SALES
2012

Highlights:

- Yukon's 2012 retail sales totalled $671.9 million — the highest annual sales for any year on record, and an increase of 2.8% from 2011.
- *Food and Beverage Stores'* sales increased by $6.7 million, or 3.6%, over 2011.
- Yukon's 2.8% annual growth of retail sales for 2012 was slightly above the Canadian rate of 2.5%.

Retail Sales

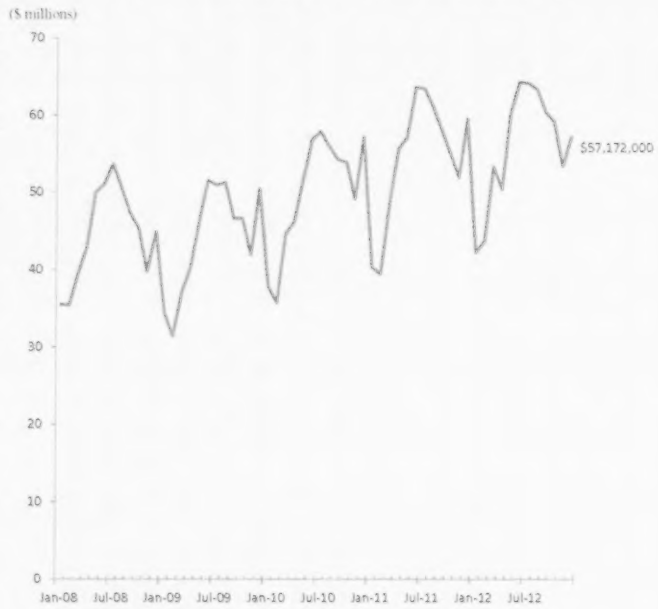
The annual value of Yukon's retail sales has increased each year since Yukon data became available in 1991, with the exception of two slight declines - one in 2004 (-2.0%) and the other 2009 (-1.4%).

The annual sum of retail sales in 2012 was at a record-high of $671,899,000, a 2.8% increase over the value of sales in 2011.

Retail sales show a marked seasonal pattern in Yukon with peaks in June through August and then again in December.

Yukon's total retail sales can, to some extent, be broken out by North American Industry Classification System (NAICS). Retail Sales by Industry in this publication are arranged according to their NAICS categories.

Yukon Retail Sales, Jan 2008 to Dec 2012



About Retail Trade

Retail trade figures are estimates of the sum of retail sales in an area. Canada's sales levels are published on a monthly basis, both seasonally adjusted and not seasonally adjusted, for all provinces and territories and for three census metropolitan areas. The monthly results are released by Statistics Canada about 50 days after the end of the reference month.

This publication includes data from the monthly Retail Trade Survey. Statistics Canada also releases annual figures based on the annual Retail Trade Survey; however, these figures are not discussed in this publication as they are released two years after the reference period and are not directly comparable to the monthly figures.

Related Links

- StatsCan's monthly publication: http://www.statcan.gc.ca/bsolc/olc-cel/olc-cel?lang=eng&catno=63-005-XWE
- Retail sales on our website: http://www.eco.gov.yk.ca/stats/stats_retail.html
- Yukon Monthly Statistical Review - including the most recent monthly retail and wholesale trade figures: http://www.eco.gov.yk.ca/stats/monthlyreview.html
- Monthly Yukon Fuel Price Survey: http://www.eco.gov.yk.ca/stats/stats_princ.html

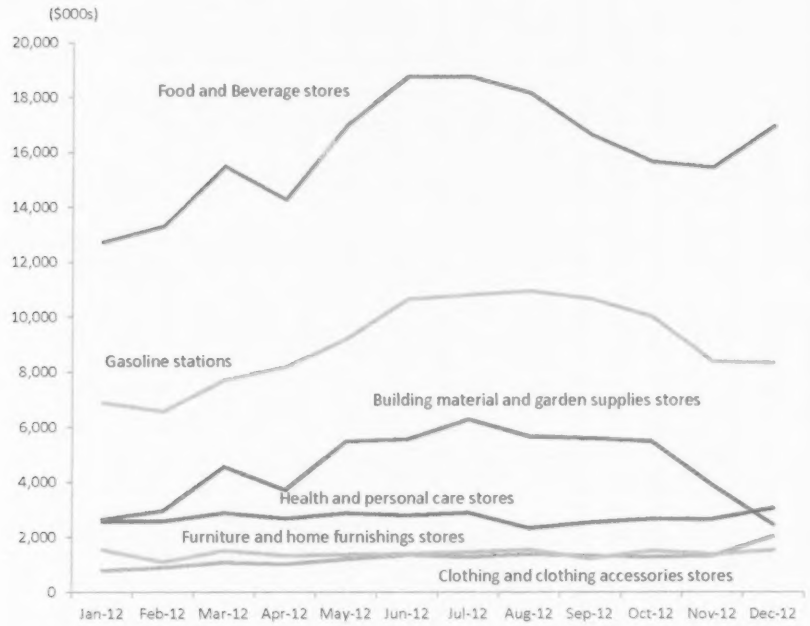
Monthly Retail Sales by Industry and Growth, 2012

Yukon data on 2012 retail sales, categorized by industry, were available for six major industry groups:

- *Food and beverage stores'* sales show marked seasonality, with strong peaks in the summer months and again in December. Sales peaked in July at $18.8 million; annual sales totalled $193.0 million, a record-high.
- *Building material and garden equipment and supplies dealers'* sales also show marked seasonality, with strong sales in the summer months. Sales peaked in July at $6.3 million; annual sales totalled $54.2 million.
- *Health and personal care stores'* sales remained fairly steady throughout the year, with a slight increase in December. Annual sales in this category totalled $32.5 million.
- *Gasoline stations'* sales were much stronger in the 2012 summer months, peaking at $10.9 million in August. Annual sales were $108.3 million.

Proportion of Total 2012 Retail Sales Represented by Selected Industries

Industry Classification	Percent of total retail sales
Food and beverage stores	28.7%
Gasoline stations	16.1%
Building material and garden equipment and supplies dealers	8.1%
Health and personal care stores	4.8%
Furniture and home furnishings	2.5%
Clothing and clothing accessories stores	2.2%
Other industries not listed	37.6%



- *Clothing and clothing accessories stores'* sales steadily increased over the course of the year, peaking in December at $2.0 million. Annual sales in 2012 totalled $15.0 million.
- *Furniture and home furnishings stores'* sales remained fairly steady throughout the year, with annual sales totalling $16.9 million.
- *Automobile dealers'* (a subcategory of *motor vehicle and parts dealers* which is suppressed) sales figures were released for the first time in 2012, with strongest sales in the late summer and fall. Sales peaked in August at $6.2 million. Annual sales totalled $60.8 million in 2012.

Monthly Sales by Selected Industry ($000s)

2012	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Retail trade	**42,200**	**43,687**	**53,298**	**50,402**	**60,352**	**64,302**	**64,143**	**63,373**	**60,389**	**59,152**	**53,429**	**57,172**
Motor vehicle and parts dealers	x	x	x	x	x	x	x	x	x	x	x	x
Automobile dealers	3,286	4,282	5,371	4,658	6,054	5,167	4,753	6,180	6,076	5,866	4,560	4,512
Furniture and home furnishings stores	1,542	1,100	1,514	1,337	1,368	1,393	1,456	1,541	1,233	1,517	1,372	1,546
Building material and garden equipment and supplies dealers	2,634	2,949	4,548	3,698	5,476	5,551	6,276	5,658	5,587	5,475	3,896	2,456
Food and beverage stores	12,711	13,290	15,478	14,259	16,975	18,753	18,755	18,150	16,630	15,650	15,439	16,952
Supermarkets and other grocery (except convenience) stores	10,269	10,467	12,186	11,215	12,856	13,906	14,079	13,527	13,018	12,064	12,138	x
Health and personal care stores	2,573	2,570	2,875	2,670	2,865	2,787	2,884	2,320	2,526	2,663	2,666	3,052
Gasoline stations	6,884	6,570	7,701	8,168	9,203	10,651	10,803	10,943	10,664	10,012	8,369	8,327
Clothing and clothing accessories stores	792	900	1,090	1,022	1,206	1,358	1,288	1,387	1,330	1,296	1,320	2,022
Clothing stores	513	542	656	679	769	875	758	812	869	904	882	1,195

x = data suppressed to meet confidentiality requirements of the Statistics Act.

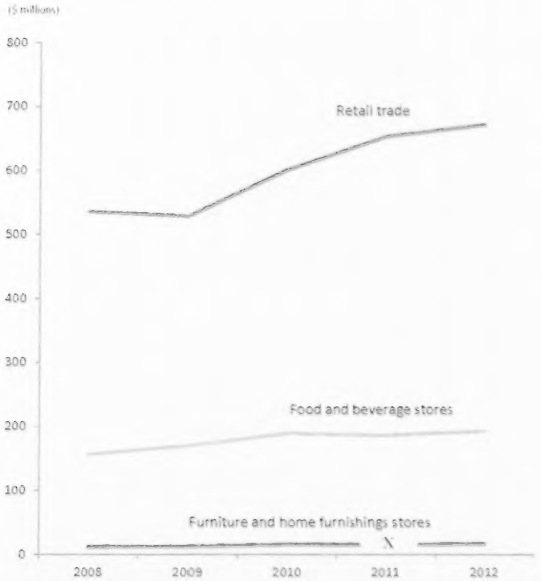
Annual Retail Sales by Industry and Growth

In 2012, data for eight industries and subsets in Yukon were available, representing 71.5% of Yukon retail sales.

Prior to 2004, Yukon retail sales data were not available by NAICS breakdown. Between 2004 and 2009, data for two industries became available and in 2010 and 2011 more industries were added. Statistics Canada released 2012 data for eight industries and subcategories listed below. (Note that annual totals are not provided for industries for which data for all months are not available.)

		2008	2009	2010	2011	2012
Sum of sales ($000s)	Retail trade	535,747	528,481	601,040	653,589	671,899
	Motor vehicle and parts dealers	x	x	109,926	x	x
	Automobile dealers	x	x	x	x	60,765
	Furniture and home furnishings stores	11,633	12,532	15,695	x	16,919
	Electronics and appliance stores	x	x	x	12,865	x
	Building material and garden equipment and supplies dealers	x	x	x	55,081	54,204
	Food and beverage stores	156,392	169,992	189,301	186,364	193,042
	Supermarkets and other grocery (except convenience) stores	x	x	137,081	144,804	x
	Health and personal care stores	x	x	x	31,721	32,451
	Gasoline stations	x	x	x	97,275	108,295
	Clothing and clothing accessories stores	x	x	15,731	16,475	15,011
	Clothing stores	x	x	10,198	10,256	9,454
Year-over-year change	Retail trade	6.4%	-1.4%	13.7%	8.7%	2.8%
	Motor vehicle and parts dealers	x	x	x	x	x
	Automobile dealers	x	x	x	x	x
	Furniture and home furnishings stores	9.5%	7.7%	25.2%	x	x
	Electronics and appliance stores	x	x	x	x	x
	Building material and garden equipment and supplies dealers	x	x	x	x	-1.6%
	Food and beverage stores	7.9%	8.7%	11.4%	-1.6%	3.6%
	Supermarkets and other grocery (except convenience) stores	x	x	x	5.6%	x
	Health and personal care stores	x	x	x	x	2.3%
	Gasoline stations	x	x	x	x	11.3%
	Clothing and clothing accessories stores	x	x	x	4.7%	-8.9%
	Clothing stores	x	x	x	0.6%	-7.8%

x = data suppressed to meet confidentiality requirements of the Statistics Act.



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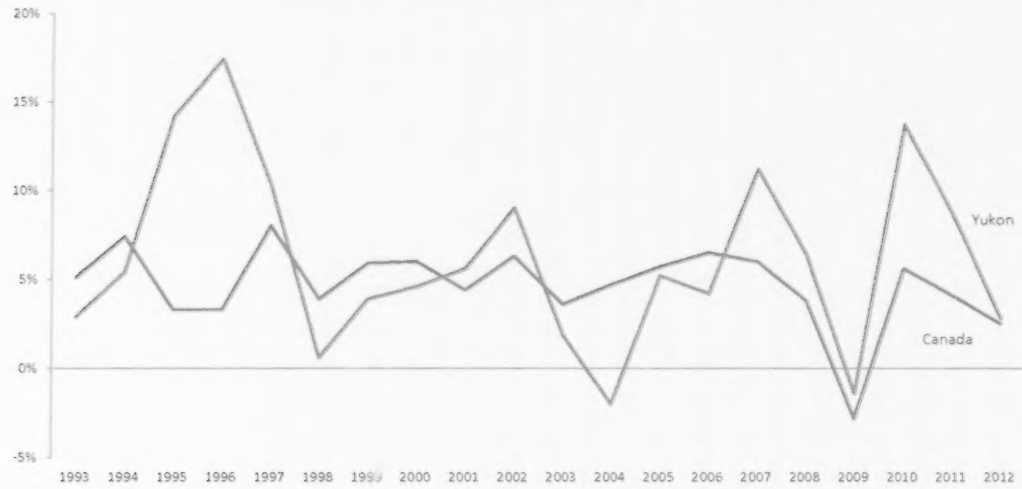
With many industries' data just becoming available recently, only two industries have Yukon data going back five years - *Food and beverage stores* and *Furniture and home furnishings stores*.

Of the industries with data available, the *Food and beverage stores* industry was the largest contributor with 28.7% of the total retail sales in 2012. This industry has seen increasing sales four of the last five years. Comparing 2012 to five years earlier (2008), sales in this industry have increased by $36.7 million, or 19.0%.

Furniture and home furnishings stores' sales accounted for 2.5% of total retail sales in 2012. Comparing 2012 to five years earlier (2008), sales in this industry have increased by $5.3 million, or 45.4%.

Retail Sales Growth

Annual Retail Sales Growth, Yukon and Canada, 1993 - 2012



- Following the highest percentage growth in retail sales in Canada in 2010 (13.7%)and 2011 (8.7%), Yukon's retail sales in 2012 showed a moderate increase, 2.8%, which was slightly above the national rate of 2.5%.
- In the past 20 years, Yukon's growth has ranged from a high of 17.4% in 1996 to a low of -2.0% in 2004.
- Yukon growth rates between 1993 and 2012 averaged 6.2%.
- Canada-wide, retail sales growth rates have averaged 4.7% over the past 20 years, with changes ranging from 8.0% in 1997 to -2.8% in 2009.

2012 Retail Sales by Selected Industry, Territories

North American Industry Classification	Yukon	NWT	Nunavut
		($000s)	
Retail trade	671,899	825,829	368,844
Furniture and home furnishings stores	16,919	8,855	0
Food and beverage stores	193,042	290,950	283,434
Health and personal care stores	32,451	33,357	9,289
Clothing and clothing accessories stores	15,011	12,795	0

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